



FY21 1st Quarter Financial Results



Honda Motor Co., Ltd.

August 5, 2020

- *Outline of FY21 1st Quarter Financial Results and FY21 Financial Forecasts*
- *FY21 1st Quarter Financial Results and FY21 Financial Forecasts*

FY21 1st Quarter Honda Group Unit Sales

Unit (thousand)

	Motorcycles			Automobiles			Life Creation		
	FY20	FY21	Change	FY20	FY21	Change	FY20	FY21	Change
Japan	51	50	- 1	181	129	- 52	74	80	+ 6
North America	74	61	- 13	495	159	- 336	605	524	- 81
Europe	84	61	- 23	34	16	- 18	198	170	- 28
Asia	4,378	1,572	- 2,806	554	473	- 81 [*]	347	257	- 90
Other Regions	334	111	- 223	57	15	- 42	56	52	- 4
Total	4,921	1,855	- 3,066	1,321	792	- 529	1,280	1,083	- 197
Change (%)			- 62.3%			- 40.0%			- 15.4%

* + 41 thousand in China are included

■ Sales Results in FY21 (1Q)

Japan		Retail	
Three Months Results	Unit (thousand)	vs. FY20 (%)	
Industry Demand	836	68.2	
Unit Sales	126	69.0	

(Source: Japan Automobile Dealers Association)



Fit



N-BOX・N-BOX Custom



※N-BOXシリーズ(N-BOX,N-BOX+,N-BOX SLASH)
2020年1月～6月の登録車を含む国内新車販売台数
第1位(全軽自協・自販連資料よりHonda調べ)

【Industry demand】

Significantly decreased compared with the same period last year due to the impact of COVID-19 outbreak on top of the last-minute demand before the consumption tax hike in the previous year.

【Honda】

Significantly decreased compared with the same period last year in YoY, despite the strong sales of new Fit.

Retail per month (YoY rate)

Apr. 80.5% → May 54.9% → Jun. 71.8%

N-BOX series: Sets No.1 new car sales for the 1H of FY21

■ Outlook/Forecast for FY21

【Industry demand】

Decrease compared with FY20 due to the impact of COVID-19 outbreak.

【Honda】

Decrease due to market slowdown.

Aim to increase the sales by launching new models including new Fit and higher sales of N-BOX.

U.S.	Retail	
Three Months Results	Unit (thousand)	vs. FY20 (%)
Industry Demand	2,939	66.3
Unit Sales	294	72.1

(Source: Autodata)



Pilot



CR-V Hybrid

■ Sales Results in FY21 (1Q)

【Industry demand】

Significantly lower YoY mainly in the fleet market due to the expansion of COVID-19.

【Honda】

Decreased compared with the same period last year.

Recovering faster than the market as recorded the top sales in the passenger vehicle market.

Retail per month (YoY rate)

Apr. 45.9% → May 83.1% → Jun. 84.5%

■ Outlook/Forecast for FY21

【Industry demand】

Fall below the previous year due to the uncertainties caused by the rapid increase in COVID-19 infections in mid-June.

【Honda】

Decrease due to market slowdown.

Strive to provide attractive products like CR-V Hybrid launched in March.

■ Sales Results in FY21 (1Q)

China	Retail	
Three Months Results	Unit (thousand)	vs. FY20 (%)
Industry Demand *	6,586	110.7
Unit Sales	390	95.1

*Industry demand is wholesale basis (based on Honda research)



Breeze



Crider HEV
Launch in Jun. 2020

【Industry demand】

Despite the impact of COVID-19 infection, exceed the same period last year because of the resumption of economic activities and the implementation of various consumption stimulation measures.

【Honda】

Despite the effects from launching Breeze and strong sales of Civic, fell below the same period last year due to the lack of supply caused by the production suspension.

■ Outlook/Forecast for FY21

【Industry demand】

CY21 is slightly below the previous year.

Because of the outbreak of COVID-19, significantly decreased during Jan. to Mar.

Forecasting the demand to be back to the same level as previous year in the second half.

【Honda】

Strive to exceed the previous year by introducing new models and normalize the supply to the market by the full capacity production.

Main Market (Motorcycles)

Asia		Wholesale	
Three Months Results	Unit (thousand)	vs. FY20 (%)	
India	256	19.1	
Vietnam	415	63.4	
Thailand	134	40.2	
Philippines	46	31.9	
Indonesia	244	21.2	
Pakistan	105	36.1	
Total	1,200	30.6	

South America, North America, China		Wholesale	
Three Months Results	Unit (thousand)	vs. FY20 (%)	
Brazil	65	30.8	
U.S.	37	88.2	
China	291	135.1	



CD110 Dream
(India)
Launch in Jun. 2020



Grazia125
(India)
Launch in Jun. 2020

■ Sales Results in FY21 (1Q)

【Industry demand】

Significantly decreased compared with the same period last year especially in Asia due mainly to the impact of COVID-19 outbreak.

【Honda】

Despite the strong sales in China and America, sales fell significantly mainly due to the suspension of production and sales activities in Asia and Brazil.

Wholesales of Asia 6 countries (YoY rate)

Apr. 15.2% → May 21.4% → Jun. 60.1%

Resumption of production in India/Indonesia: June

■ Outlook/Forecast for FY21

【Industry demand】

Fall below the FY20 because of the impact of COVID-19 outbreak especially in large motorcycle market, India and Indonesia.

【Honda】

Despite the recovery in Vietnam and Thailand and increased YoY in China and America, fall below the FY20 mainly because of India and Indonesia.

Strive to expand market share by introducing attractive products.

Operating profit : Despite the effort made for the cost reduction and SG&A efficiency improvements across the entire company, demand declined due to COVID-19 and suspension in production and sales activities resulted in operating profit **-113.6 billion yen**

Profit before income taxes: Despite a contribution for share of profit of investments accounted for using the equity method, profit before income taxes was **-73.4 billion yen**

Honda Group Unit Sales (thousand)	QTD		
	FY20 Results	FY21 Results	Change
Motorcycles	4,921	1,855	- 62.3%
Automobiles	1,321	792	- 40.0%
Life Creation	1,280	1,083	- 15.4%

Financial Results Yen (billion)	FY20 Results	FY21 Results	Change	
			amount	%
Sales revenue	3,996.2	2,123.7	- 1,872.4	- 46.9%
Operating profit	252.4	- 113.6	- 366.1	-
Operating margin	6.3%	- 5.4%		-
Share of profit of investments accounted for using the equity method	44.2	39.9	- 4.2	- 9.6%
Profit before income taxes	289.8	- 73.4	- 363.2	-
Profit for the period attributable to owners of the parent	172.3	- 80.8	- 253.1	-
Earnings per share attributable to owners of the parent (Yen)	97.92	- 46.84		- 144.76
Market average rates (Yen)				*2
U.S. Dollar	110	108		- 2

【Reference information】

Impact of profit decrease for profit before income taxes due to COVID-19 (estimated value)
1st Quarter FY20: -, 1st Quarter FY21: 440.0 (approx.)

*1 Please refer to the footnotes on the last page.

*2 +: weak yen / -: strong yen

FY21 Financial Forecast (Consolidated)

Operating profit: Although the future is uncertain due to the impact related to COVID-19, further strengthening efforts to improve profitability, operating profit is planned to be **200.0 billion yen**

Profit before income taxes: Due to contribution of share of profit of investments accounted for using the equity method, profit before income taxes is planned to be **365.0 billion yen**

Honda Group Unit Sales (thousand)	YTD		
	FY20 Results	FY21 Forecast	Change
Motorcycles	19,340	14,800	- 23.5%
Automobiles	4,790	4,500	- 6.1%
Life Creation	5,701	5,310	- 6.9%

Motorcycles

Decreased unit sales in Indonesia and India, despite the increase in China.

Automobiles

Decreased unit sales in the United States and Indonesia, despite the increase in China.

【Reference information】

Impact of profit decrease for profit before income taxes due to COVID-19 (estimated value)

FY20: 165.0 (approx.). FY21 Forecast: 665.0 (approx.)

Financial Results Yen (billion)	FY20 Results	FY21 Forecast	Change	
			amount	%
Sales revenue	14,931.0	12,800.0	- 2,131.0	- 14.3%
Operating profit	633.6	200.0	- 433.6	- 68.4%
Operating margin	4.2%	1.6%		- 2.6 pt
Share of profit of investments accounted for using the equity method	164.2	165.0	+ 0.7	+ 0.5%
Profit before income taxes	789.9	365.0	- 424.9	- 53.8%
Profit for the year attributable to owners of the parent	455.7	165.0	- 290.7	- 63.8%
Earnings per share attributable to owners of the parent (Yen)	260.13	95.56		- 164.57
Market average rates (Yen)				
U.S. Dollar	109	106		- 3

Dividend per Share (Yen)	FY20	FY21 (Expectation)	Increase / Decrease from FY20
1st Quarter End	28	11	- 17
2 nd Quarter End	28	(11)	(- 17)
3 rd Quarter End	28	(11)	(- 17)
4 th Quarter End	28	(11)	(- 17)
Fiscal Year	112	(44)	(- 68)

- *Outline of FY21 1st Quarter Financial Results and FY21 Financial Forecasts*
- ***FY21 1st Quarter Financial Results and FY21 Financial Forecasts***

FY21 1st Quarter Financial Results (Consolidated)

Honda Group Unit Sales (thousand)	QTD		
	FY20	FY21	Change
Motorcycles	4,921	1,855	- 62.3%
Automobiles	1,321	792	- 40.0%
Life Creation	1,280	1,083	- 15.4%

Financial Results Yen (billion)	QTD		
	FY20	FY21	Change
Sales revenue	3,996.2	2,123.7	- 46.9%
Operating profit	252.4	- 113.6	- 366.1bn.
Operating margin	6.3%	- 5.4%	-
Share of profit of investments accounted for using the equity method	44.2	39.9	- 9.6%
Profit before income taxes	289.8	- 73.4	- 363.2bn.
Profit for the period attributable to owners of the parent	172.3	- 80.8	- 253.1bn.
Earnings per share attributable to owners of the parent (Yen)	97.92	- 46.84	- 144.76
Market average rates (Yen)			
U.S. Dollar	110	108	- 2

In the first quarter of FY21, the worldwide stagnation due to COVID-19 pandemic impacted Honda's business performance.

Motorcycles Decreased unit sales in India and Indonesia, despite the increase in China.

Automobiles Decreased unit sales in the United States, Japan and India, despite the increase in China.

Sales revenue Decreased by 46.9%, to 2,123.7 billion yen from the same period last year, due mainly to decreased sales revenue in all business operations.

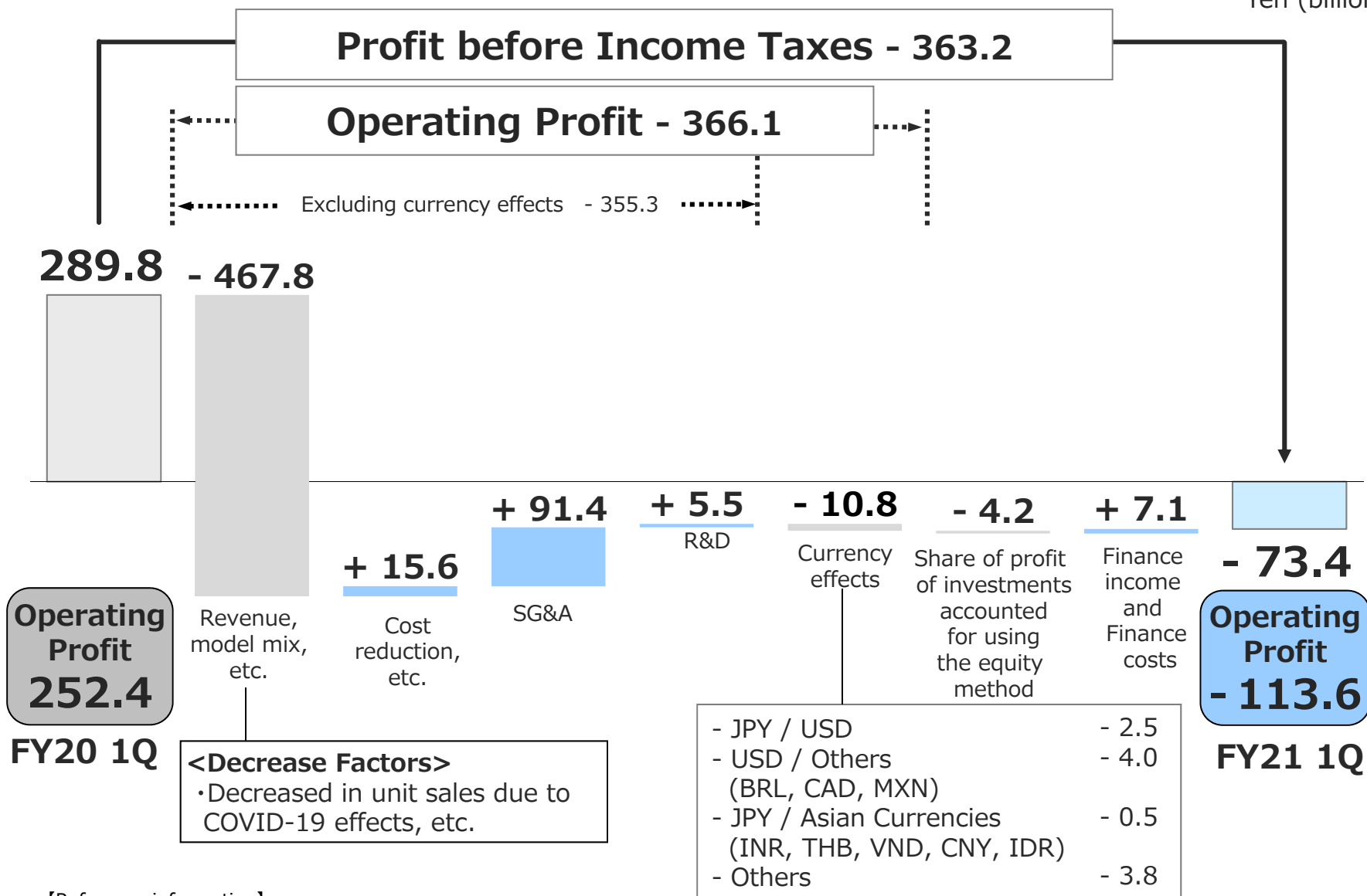
Operating profit Operating loss was 113.6 billion yen, a decrease of 366.1 billion yen from the same period last year, due mainly to a decrease in profit attributable to decreased sales revenue and model mix, which was partially offset by decreased selling, general and administrative expenses.

Share of profit of investments accounted for using the equity method Decreased by 9.6%, to 39.9 billion yen from the same period last year, due mainly to decreased profit in Japan and Indonesia, which was partially offset by increased profit in China.

Profit for the period Decreased by 253.1 billion yen, to -80.8 billion yen from the same period last year, due to decreased in profit before income taxes.

Change in Profit before Income Taxes <FY21 1st Qtr>

Yen (billion)



【Reference information】

Impact of profit decrease for profit before income taxes due to COVID-19 (estimated value)

1st Quarter FY20: -, 1st Quarter FY21: 440.0 (approx.)

**Sales Revenue/Operating Profit (Margin)
by Business Segment <FY21 1st Qtr>**

	upper : FY21 lower : FY20	Motorcyle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
Unit (thousand)		1,855	792	-	1,083
Honda Group Unit Sales		4,921	1,321	-	1,280
Yen (billion)		274.2	1,255.7	579.0	68.2
Sales Revenue		533.0	2,750.1	692.0	85.2
Operating Profit		11.2	- 195.8	71.5	- 0.5
		69.8	120.3	65.7	- 3.5
Operating Margin		4.1%	- 15.6%	12.4%	- 0.8%
		13.1%	4.4%	9.5%	- 4.2%
Increase/Decrease Factors		Decreased 58.6 billion yen due mainly to the decrease in unit sales, which was partially offset by reduction in R&D and selling, general and administrative expenses.	Decreased 316.2 billion yen due mainly to the decrease in unit sales in the United States and Japan, which was partially offset by reduction in selling, general and administrative expenses.	Increased 5.7 billion yen due mainly to accounting difference in the provision for credit losses.	Improved 2.9 billion yen due mainly to reduction in R&D and selling, general and administrative expenses.
			<Reference> Combined operating profit * - 127.6 / - 7.2% FY20 1Q : 183.6 / 5.4%		Operating profit from aircraft and aircraft engines included in above - 7.1 FY20 1Q : - 9.1

* Combined operating profit of Automobile Business and Financial Services Business for automobiles

In the financial services business, Honda provides services such as loan and lease, mainly related to sales of automobiles, for customers buying products. Operating profit relating to automobiles in financial services business is allocated in accordance with total assets ratio, etc.

Cash Flows of Non-financial Services Businesses

		Yen (billion)	
Three Months		FY20	FY21
Cash flows from operating activities		+ 188.6	- 355.2
Cash flows from investing activities		- 151.7	- 87.0
Free cash flow		+ 36.9	- 442.2
Cash flows from financing activities		- 101.5	+ 225.9
Effect of exchange rate changes		- 41.2	+ 4.6
Net change of cash and cash equivalents		- 105.9	- 211.6
Cash & Cash equivalents at end of period		2,275.5	2,250.9
Net cash at end of period		1,863.3	1,419.5

Forecast: Honda Group Unit Sales

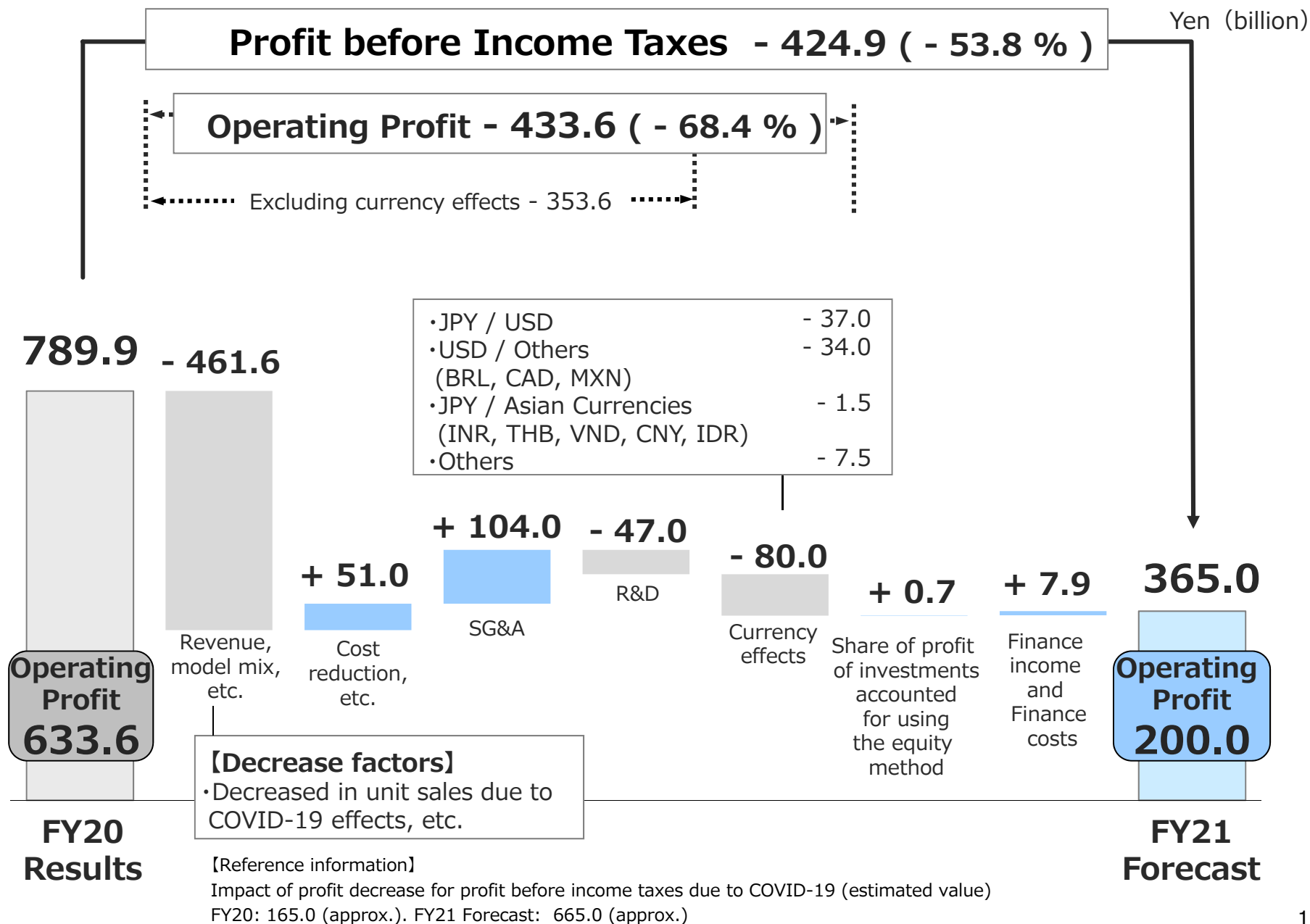
Unit (thousand)

	Motorcycles			Automobiles			Life Creation		
	FY20 Results	FY21 Forecast	Change	FY20 Results	FY21 Forecast	Change	FY20 Results	FY21 Forecast	Change
Japan	205	180	- 25	672	610	- 62	312	280	- 32
North America	330	305	- 25	1,825	1,535	- 290	2,848	2,635	- 213
Europe	239	230	- 9	133	105	- 28	845	790	- 55
Asia	17,262	13,105	- 4,157	1,952	2,120	+ 168	1,375	1,335	- 40
Other Regions	1,304	980	- 324	208	130	- 78	321	270	- 51
Total	19,340	14,800	- 4,540	4,790	4,500	- 290	5,701	5,310	- 391

FY21 Financial Forecast (Consolidated)

Yen (billion)	FY20 Results	FY21 Forecast	Change	
			amount	%
Sales revenue	14,931.0	12,800.0	- 2,131.0	- 14.3%
Operating profit	633.6	200.0	- 433.6	- 68.4%
Operating margin	4.2%	1.6%		- 2.6 pt
Share of profit of investments accounted for using the equity method	164.2	165.0	+ 0.7	+ 0.5%
Profit before income taxes	789.9	365.0	- 424.9	- 53.8%
Profit for the year attributable to owners of the parent	455.7	165.0	- 290.7	- 63.8%
Earnings per share attributable to owners of the parent (Yen)	260.13	95.56		- 164.57
Market average rates (Yen)				
U.S. Dollar	109	106		- 3

FY21 Forecast: Change in Profit before Income Taxes



Yen (billion)	FY20 Results	FY21 Forecast	Change
Capital expenditures ^{*1}	375.6	350.0	- 25.6
Depreciation and amortization ^{*1}	396.9	360.0	- 36.9
Research and development expenditures ^{*2}	821.4	860.0	+ 38.5

*1 Capital expenditures as well as Depreciation in results and forecast aforementioned exclude investment in operating leases, right-of-use assets, and intangible assets.

*2 Research and development expenditures are research and development activity related costs incurred during the reporting period.

In accordance with IFRS, a portion of research and development expenditures is recognized as an intangible asset and amortized over its estimated useful life. As such, this amount is not in conformity with "Research and development" on Consolidated Statements of Income.

Caution with Respect to Forward-Looking Statements:

This slide contains forward-looking statements about the performance of Honda, which are based on management's assumptions and beliefs taking into account information currently available to it. Therefore, please be advised that Honda's actual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda's principal markets and fluctuation of foreign exchange rates, as well as other factors detailed from time to time.

Accounting standards:

Our consolidated financial statements are prepared in conformity with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB)

Notice on the Factors for Increases and Decreases in Income:

With respect to the discussion above of the change in Operating profit, management has identified the factors set forth below and used what it believes to be a reasonable method to analyze the respective changes in such factors. Each of these factors is explained below. Management has analyzed changes in these factors at the levels of the Company and its material consolidated subsidiaries.

(1) "Currency effects" consist of translation adjustments, which come from the translation of the currency of foreign subsidiaries' financial statements into Japanese Yen, and foreign currency adjustments, which result from foreign-currency-denominated sales, which, at the levels of the Company and those consolidated subsidiaries which have been analyzed, primarily relate to the following currencies: U.S. dollar, Canada dollar, Euro, GBP, BRL and Japanese Yen.

(2) With respect to "Cost reduction, etc.", management has analyzed cost reduction and effects of raw material cost fluctuations at the levels of the Company and its material foreign manufacturing subsidiaries in North America, Europe, Asia and other regions.

(3) With respect to "Revenue, model mix, etc.", management has analyzed changes in sales volume and in the mix of product models sold in major markets which have resulted in increases/decreases in profit, as well as certain other reasons for increases/decreases in sales revenue and cost of sales.

(4) With respect to "Selling, General and Administrative expenses", management has analyzed reasons for an increase/decrease in selling, general and administrative expenses from the previous fiscal year net of currency translation effects.

(5) With respect to "Research and Development expenses", management has analyzed reasons for an increase/decrease in research and development expenses from the previous fiscal year net of currency translation effects.

Unit sales:

Motorcycle Business

Honda Group Unit Sales is the total unit sales of completed products, including motorcycles, ATVs, and Side-by-Sides of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated sales revenue to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries.

Automobile Business

Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated sales revenue to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries. Certain sales of automobiles that are financed with residual value type auto loans by our Japanese finance subsidiaries and sold through our consolidated subsidiaries are accounted for as operating leases in conformity with IFRS and are not included in consolidated sales revenue to the external customers in our Automobile business. Accordingly, they are not included in Consolidated Unit Sales, but are included in Honda Group Unit Sales of our Automobile business.

Life Creation Business

Honda Group Unit Sales is the total unit sales of completed power products of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method. Consolidated Unit Sales is the total unit sales of completed power products corresponding to consolidated sales revenue to external customers, which consists of unit sales of completed power products of Honda and its consolidated subsidiaries. In Life Creation business, there is no discrepancy between Honda Group Unit Sales and Consolidated Unit Sales since no affiliate and joint venture accounted for using the equity method was involved in the sale of Honda power products.

* Earnings per share attributable to owners of the parent is calculated based on weighted average number of shares outstanding as shown below:

- 1 st Quarter	FY20: 1,759,567,000 (approx) ,	FY21: 1,726,619,000 (approx)
- Fiscal year	FY20: 1,752,006,000 (approx) ,	FY21 forecast: 1,726,638,000 (approx)

HONDA
The Power of Dreams

Appendix

Change in Sales Revenue Sales Revenue / Operating Profit by Geographical Segment

Change in Sales Revenue (Sales revenue from external customers)

Yen (billion)

Three Months compared with FY20 1Q: - 1,872.4 / - 46.9% (Excluding currency translation effects: - 1,802.6 / - 45.1%)

	FY20	FY21	Change	Change excluding currency translation effects (%)	
Motorcycle Business	533.0	274.2	- 258.7	- 241.1	- 45.2%
Automobile Business	2,694.4	1,209.9	- 1,484.5	- 1,447.1	- 53.7%
Financial Services Business	688.4	575.8	- 112.5	- 99.9	- 14.5%
Life Creation and Other Businesses	80.3	63.7	- 16.5	- 14.4	- 18.0%
Total	3,996.2	2,123.7	- 1,872.4	- 1,802.6	- 45.1%
Market average rate (Yen)					
U.S. Dollar	110	108			

Sales Revenue/Operating Profit by Geographical Segment

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY20	FY21	FY20	FY21	FY20	FY21	FY20	FY21	FY20	FY21
Sales Revenue	1,150.7	767.1	2,316.0	1,140.5	206.2	104.7	1,019.2	533.9	191.2	56.2
Operating Profit	36.6	- 61.9	102.7	- 77.8	2.6	4.8	97.9	23.3	8.4	- 5.5
Change (%)	- 98.6 billion yen		- 180.5 billion yen		+ 86.7%		- 76.2%		- 14.0 billion yen	

Yen (billion)	QTD		
	FY20 Results	FY21 Results	Change
Capital expenditures	58.5	47.9	- 10.5
Depreciation and amortization	105.9	90.5	- 15.4
Research and development expenditures	184.2	174.8	- 9.4

Sales Revenue/Operating Profit by Business Segment

Yen (billion)

Segment Information	QTD										YTD			
	FY20				FY21				Change	Change (%)	YTD			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			FY20 Results	FY21 Results	Change	Change (%)
Sales Revenue														
Motorcycle Business	533.0	522.5	530.2	473.5	274.2				- 258.7	- 48.6%	533.0	274.2	- 258.7	- 48.6%
Automobile Business	2,750.1	2,530.8	2,574.8	2,338.7	1,255.7				- 1,494.4	- 54.3%	2,750.1	1,255.7	- 1,494.4	- 54.3%
Financial Services Business	692.0	660.7	619.7	628.3	579.0				- 113.0	- 16.3%	692.0	579.0	- 113.0	- 16.3%
LC & Other Businesses	85.2	81.8	86.3	97.2	68.2				- 17.0	- 20.0%	85.2	68.2	- 17.0	- 20.0%
Reconciling items	- 64.1	- 66.8	- 63.6	- 79.8	- 53.4				+ 10.7	-	- 64.1	- 53.4	+ 10.7	-
Total	3,996.2	3,729.1	3,747.5	3,458.0	2,123.7				- 1,872.4	- 46.9%	3,996.2	2,123.7	- 1,872.4	- 46.9%
Operating Profit														
Motorcycle Business	69.8	77.7	74.5	63.4	11.2				- 58.6	- 84.0%	69.8	11.2	- 58.6	- 84.0%
Automobile Business	120.3	74.9	33.7	- 75.6	- 195.8				- 316.2	-	120.3	- 195.8	- 316.2	-
Financial Services Business	65.7	66.3	64.5	22.9	71.5				+ 5.7	+ 8.8%	65.7	71.5	+ 5.7	+ 8.8%
LC & Other Businesses	- 3.5	1.0	- 6.1	- 16.3	- 0.5				+ 2.9	-	- 3.5	- 0.5	+ 2.9	-
Total	252.4	220.1	166.6	- 5.6	- 113.6				- 366.1	-	252.4	- 113.6	- 366.1	-
Operating profit from aircraft and aircraft engines	- 9.1	- 9.2	- 10.0	- 13.8	- 7.1				+ 2.0	-	- 9.1	- 7.1	+ 2.0	-
Total Assets of Finance Subsidiaries	10,076.6	10,131.3	10,373.0	10,282.1	10,202.2				+ 125.5	+ 1.2%				

Honda Group Unit Sales/Consolidated Unit Sales

Unit (thousand)

Honda Group Unit Sales	QTD									YTD			Forecast			
	FY20				FY21					Change	FY20 Results	FY21 Results	Change	FY20 Results	FY21 Forecast	Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Change							
Motorcycles	4,921	5,098	5,019	4,302	1,855					- 3,066	4,921	1,855	- 3,066	19,340	14,800	- 4,540
Japan	51	61	42	51	50					- 1	51	50	- 1	205	180	- 25
North America	74	75	72	109	61					- 13	74	61	- 13	330	305	- 25
Europe	84	57	45	53	61					- 23	84	61	- 23	239	230	- 9
Asia	4,378	4,575	4,500	3,809	1,572					- 2,806	4,378	1,572	- 2,806	17,262	13,105	- 4,157
Other Regions	334	330	360	280	111					- 223	334	111	- 223	1,304	980	- 324
Automobiles	1,321	1,241	1,247	981	792					- 529	1,321	792	- 529	4,790	4,500	- 290
Japan	181	183	125	183	129					- 52	181	129	- 52	672	610	- 62
North America	495	433	474	423	159					- 336	495	159	- 336	1,825	1,535	- 290
Europe	34	34	35	30	16					- 18	34	16	- 18	133	105	- 28
Asia	554	540	561	297	473					- 81	554	473	- 81	1,952	2,120	+ 168
Other Regions	57	51	52	48	15					- 42	57	15	- 42	208	130	- 78
Life Creation	1,280	1,155	1,195	2,071	1,083					- 197	1,280	1,083	- 197	5,701	5,310	- 391
Japan	74	80	64	94	80					+ 6	74	80	+ 6	312	280	- 32
North America	605	504	552	1,187	524					- 81	605	524	- 81	2,848	2,635	- 213
Europe	198	154	150	343	170					- 28	198	170	- 28	845	790	- 55
Asia	347	346	345	337	257					- 90	347	257	- 90	1,375	1,335	- 40
Other Regions	56	71	84	110	52					- 4	56	52	- 4	321	270	- 51

Consolidated Unit Sales

Motorcycles	3,264	3,278	3,190	2,694	1,221					- 2,043	3,264	1,221	- 2,043	12,426	9,715	- 2,711
Japan	51	61	42	51	50					- 1	51	50	- 1	205	180	- 25
North America	74	75	72	109	61					- 13	74	61	- 13	330	305	- 25
Europe	84	57	45	53	61					- 23	84	61	- 23	239	230	- 9
Asia	2,721	2,755	2,671	2,201	938					- 1,783	2,721	938	- 1,783	10,348	8,020	- 2,328
Other Regions	334	330	360	280	111					- 223	334	111	- 223	1,304	980	- 324
Automobiles	905	828	808	777	337					- 568	905	337	- 568	3,318	2,685	- 633
Japan	161	163	107	158	113					- 48	161	113	- 48	589	530	- 59
North America	495	433	474	423	159					- 336	495	159	- 336	1,825	1,535	- 290
Europe	34	34	35	30	16					- 18	34	16	- 18	133	105	- 28
Asia	158	147	140	118	34					- 124	158	34	- 124	563	385	- 178
Other Regions	57	51	52	48	15					- 42	57	15	- 42	208	130	- 78
Life Creation	1,280	1,155	1,195	2,071	1,083					- 197	1,280	1,083	- 197	5,701	5,310	- 391
Japan	74	80	64	94	80					+ 6	74	80	+ 6	312	280	- 32
North America	605	504	552	1,187	524					- 81	605	524	- 81	2,848	2,635	- 213
Europe	198	154	150	343	170					- 28	198	170	- 28	845	790	- 55
Asia	347	346	345	337	257					- 90	347	257	- 90	1,375	1,335	- 40
Other Regions	56	71	84	110	52					- 4	56	52	- 4	321	270	- 51